

GE Energy Financial Services

Shale Insight 2013

Marcellus Shale Coalition
Conference

Corey Schneider

Sept. 25, 2013



imagination at work



GE Capital

GE Capital Americas

Corporate lending
Equipment lending and leasing
Healthcare financial services
Industrial loan corporation



GE Capital International

Corporate lending
Equipment lending and leasing
Healthcare financial services
Mubadala JV



GE Real Estate

Debt and equity financing
Asset and investment management



GE Commercial Aviation Services

Commercial aircraft lending and leasing
Airport facility project financing



GE Energy Financial Services

Energy equity, debt and structured solutions



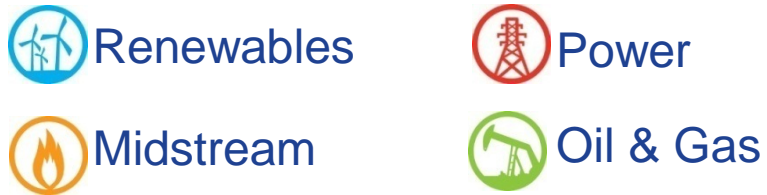
GE Retail Finance

Private label credit cards
Retail sales finance
Federal savings bank



\$18B assets, 300 investments \$25B in volume since 2004

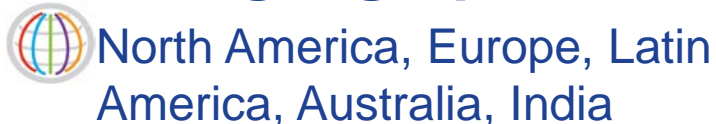
Across energy spectrum



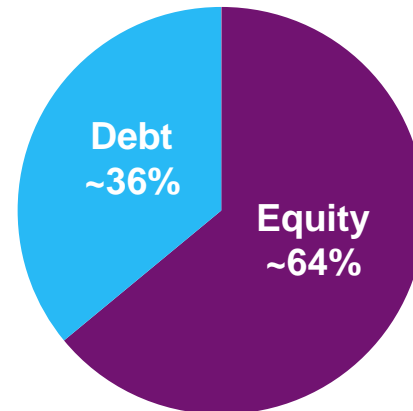
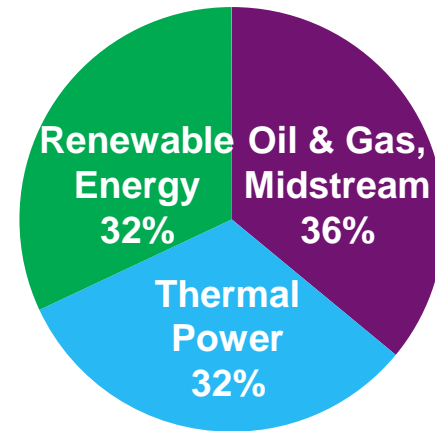
Across capital structure



Across geographies



Diverse assets

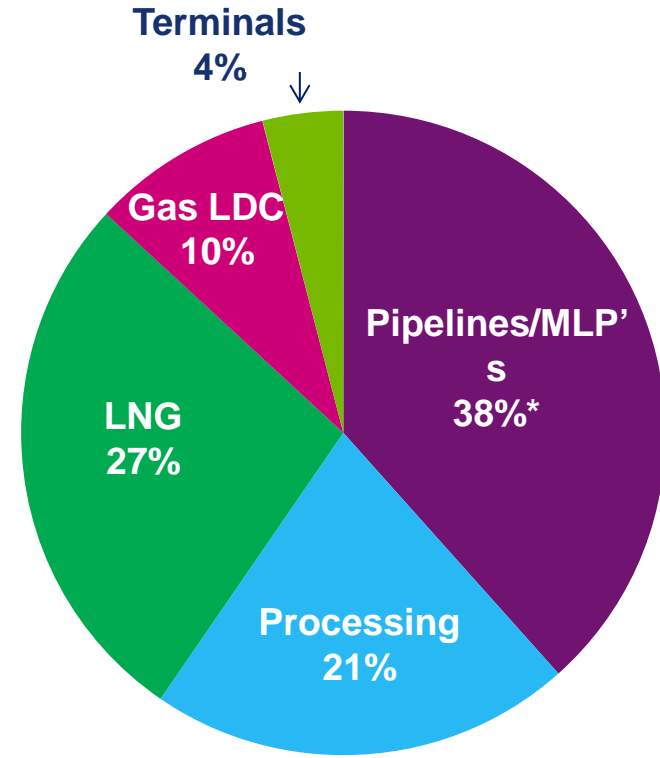


As of July 2013



Midstream

- Cumulative investments of \$2 billion
- Interests in ~43,500 miles of natural gas pipelines in North America
- Gathering, processing, storing facilities and distribution for oil and gas
- **Products**
 - Acquisition equity
 - Single asset investment
 - Asset equity financing (leases and preferred equity)
 - Partnership equity (monetizations)
 - Master limited partnership
 - Lending, working capital, capex and acquisition finance

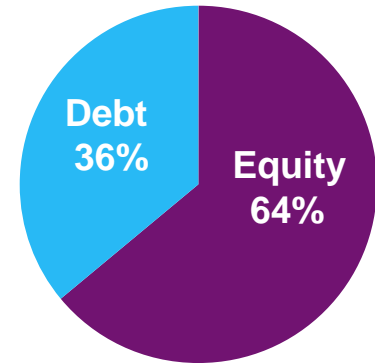


*Exposure as of August 2013
Includes GE investment in Global Infrastructure Partners Fund

Oil & Gas Reserves



- Since 1991, invested more than \$3.9 billion in equity; since 1993, provided \$2.2 billion in debt
- Hold equity investments in partnerships producing approximately 16,000 barrels of oil equivalent a day
- North Sea O&G lending program launched fall 2011
- **Products**
 - Reserve acquisition
 - Partnership equity (monetizations)
 - Capital for development drilling
 - Senior secured loans
- **Assets**
 - Proved developed reserves
 - Proved underdeveloped reserves and drilling
 - Focus on North American onshore and offshore reserves



As of July 2013



Case Study: Natural Gas Highway



GE Energy Financial Services collaborated with Clean Energy Fuels in 2012 to expand infrastructure for US natural gas transportation

Opportunity

- Provide up to \$2 million in financing for MicroLNG plants
- Support Clean Energy's development of "America's Natural Gas Highway®"

Result

- Enables trucks to operate on LNG, increasing energy independence and reducing CO₂ emissions
- Supports fueling stations along critical transportation corridors across the US
- Uses two ecomagination-qualified MicroLNG plants from GE Oil and Gas



Case Study: Harvest Pipeline



GE Energy Financial Services led a consortium of infrastructure investors in acquiring a 50% stake for \$1 billion (our investment was \$250 million) in 2012 in a major crude oil pipeline system in the Eagle Ford shale basin of South Texas

Opportunity

- Acquire stake in 527 miles of mainline transportation and 142 miles of gathering pipeline in fast-growing Eagle Ford Shale
- Establish early position in the Eagle Ford shale with incumbent owner/operator Harvest Pipeline, an affiliate of Hilcorp Energy

Result

- Provides Eagle Ford producers access to three key downstream delivery points
- Establishes platform for long-term infrastructure growth in the Eagle Ford
- Aligns with experienced operating partner with top-tier management

